



Rooster Ag

Farmland Real Estate · RA Commercial Properties
Farm Management · Federal Crop Insurance
Gold Standard Farmland Appraisal Services

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Office/Fax · (815) 333-4354

Don't let your money collect dust, invest in dirt!



THE GOLD STANDARD

Family Owned & Operated

June 2023

Current Land Market Conditions



We have just come off of one hell of a run-on land sales and acquisitions. I get asked everyday, "What's happening to land values? Have we seen the high of the market?" The answer is, as of today, if we are going to generalize the answers to those questions, land values are moving down and we have seen the high in the market. This is all based on a multitude of factors that are effecting the **Current Land Market Conditions**. Let's start with 1031 Trades. In Q4 of 2022 and Q1 of 2023, we had multiple 1031 Trade Investors in the market who were looking to invest in dirt. Once interest rates started increasing several properties being sold for development purposes started getting renegotiated to lower purchase prices, and pushing projected closing dates off until Q3 & Q4 of 2023 and Q1 of 2024, effectively kicking the 1031 Trade can down the road, limiting investors of farmland. Further dampening the land value market is the price of corn, which has dropped 20% from last year at this time, which in turn drops projected rents for 2024, which in effect either drops land values or projected ROI. Interest rates are also playing a roll in land sales as farmland interest rates have doubled since last year at this time, cutting rented monies buying power in half, further limiting the amount of acres to be purchased as well as the number of buyers. We still have multiple prospects looking for land, but all are looking for a deal and are not terribly motivated, as they can invest in bank CDs and earn over 4%. Land inventory is still low, which at this point is keeping price points higher than I would expect, even considering all of these factors. If someone is thinking of selling a farm, I would recommend getting the farm on the market sooner than later to get ahead of the effects of these **Current Land Market Conditions** and more land becomes available to fulfill the limited Buyers needs.

2024 Farm Leases

Now that the 2023 crop is in the ground, and off to a good start, the grain market is reacting to the potential of a big crop drop in corn prices, some 20%, versus last year when we wrote 2023 farm leases. This will be a factor that needs to be considered when writing **2024 Farm Leases**. Leasing a farm is easy when the price of corn is going up year in and year out, now that the corn price has declined, there will be several items to contend with that will take time and patience to work through to ensure joint prosperity for the landowner, the farmer/tenant, as well as the integrity of the land, which can take a back seat during emotional lease negotiations. This situation is exactly why our farm lease is structured off of facts, based on the grain markets, and each particular fields characteristics, not emotions. Have questions? Give us a call, we can meet you at your office, conference room, shop or kitchen table to discuss **2024 Farm Leases** and how Rooster Ag' Farm Management can assist you in taking the emotion out of farmland leasing.

Familiar Face

I met Nancy Wilkison back in my Hintzsche days, where she worked in our grain division, since then Nancy went to work with Fred and Advance Trading Inc. Nancy operated out of the Rooster Ag Business Center, further continuing our friendship and business relationship over the years. As things change, Fred will be moving with his business to Iowa. We all will miss Fred, but not Nancy. Because Nancy is now a valued member of Rooster Ag', working with Megan Rossler our Real Estate Division Paralegal. Nancy & Megan will work hand in hand to ensure that all details of our Real Estate transactions are handled quickly and professionally prior to getting to the closing table. Please welcome Nancy to our team, where we now say, we have Nancy and have AdNance Traded her over to Rooster Ag'.

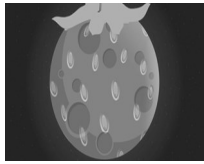


Weather Almanac

by Meteorologist Frank Watson



Weather projections, features and facts created by Bruce Watson for our Weather Almanac are presented as scientific guidelines as to what we might expect over a large area of the Midwest, as well as our part of the state and general service area. The "Normals" appearing on the back page are provided for the particular counties we serve and reflect the average high and low temperatures, plus average amount of sunshine and precipitation experienced each week to week in the area over the past 110 years. Frank Watson utilizes a model that Bruce Watson specially designed, based on weather observations that much more clearly represent our local climate than do shorter, 20-year National Weather Service averages. These figures draw on the long history of systematic observations begun by the U.S. Army in 1817.



Full Moon
June 3
Strawberry Moon



June Weather Outlook

June Summary

Temperatures are favored to average cooler than normal. Precipitation is expected to total below normal the first half of the month and above normal the last half of the month. Precipitation prospects are expected



to get off to a slow start with off and on shower activity from June 1-6. Passing showers are favored from June 7-9. A mix of sun and scattered showers is expected from June 10-12. Sun is favored on June 13. Partly cloudy with an occasional shower is expected from June 14-17. Shower and thunderstorms are favored from June 18-20 with locally heavy totals. A mix of sun and passing showers are expected from June 21-24. Clouds, rain and cooler temperatures are favored from June 25-30.

* *June, damp and warm, does a farmer no harm.* *

Future Weather Outlook

July is expected to experience warmer than normal temperatures.

Precipitation is expected to total below normal. Favored dates for heavier precipitation center on July 2, 7, 9, 10, 11, 14, 15, 28 & 29.

Long-Range Weather Outlook.

August outlook favors near normal temperatures with above normal precipitation.

September expect above normal temperatures with near normal precipitation.



Morning Planets: Mercury (dawn), Jupiter, Saturn, Uranus, Neptune
Evening Planets: Mars & Venus

June Astronomy ~ It's in the Stars



Astronomical Summer begins at 9:57am on Wednesday, June 21.

Mercury rises about an hour before sunrise to open the month but a tough find in the morning twilight. It will be lost in the sun's glare the rest of the month. Venus will be setting in the pre-dusk hours and will be visible after sunset in the western sky for a few hours. Look for Venus below the moon the evening of Wednesday, June 21 with Mars to upper left. Mars will be in the western sky at sunset and will be a great viewing planet much of the month. Look for Mars to the lower right of the moon on Thursday, June 22 with Venus to the lower right of Mars. Jupiter rises in the overnight hours and will be visible in the eastern sky before sunrise. Look for the moon and Jupiter right next to each other on Wednesday, June 17. Saturn rises in the overnight hours and can be viewed until sunrise in the east southeast sky. Look for the moon to the lower right of Saturn during the early morning hours of Friday, June 9.

June Fun Facts



~Farmland for Sale~

Kane County—Campton Twp—267± acres/170± tillable acres. Multiple Fixer-upper house and buildings. With 100,000 square feet under roof. Excellent location off Beith Road & Route 47. Excellent income potential. **Limited Time Opportunity! \$19,950 per acre**

Kane County—Blackberry Twp—46.29± acres/34.61± tillable acres. Fixer-upper house and buildings. Excellent location off Finley Road & Scott Road just south west of Route 47 & the new I88 interchange. **\$21,400 per acre**

Kane County—Big Rock Twp—221± acres/210.58± tillable acres. The farm is adjacent to the village of Big Rock. Includes a house, detached garage, and 3 outbuildings that is located off of Wheeler Road. **\$23,700 per acre**

Kendall County— Kendall Twp—63.38± acres/61.75± tillable acres. Located off of Immanuel Road, just 2 miles from the city limits of Yorkville. **\$21,000 per acre**

McHenry County — Riley Twp—34.36± acres/29.97± tillable acres. Located off Grange Road, west of Route 23. Excellent mix of income producing farmland & recreational hunting land. **\$7,100 per acre**

DeKalb County— DeKalb Twp— 160.35± acres/ 151.74± tillable acres. Located off of N. 1st Street, great location! Has outbuildings and grain bins. **\$19,950 per acre**

DeKalb County—Genoa Twp—176.73± acres/ 171.56± tillable acres. Located off of Melms Road, just west of the DeKalb/Kane County Line. **\$16,000 per acre**

LaSalle County— Grand Rapids Twp—159.46± acres/130.89± tillable acres. Located 7.8 miles south of Marseilles & 7 miles northeast of Streator. **\$9,750 per acre**

~Bid Basis/Auctions~

Interested in a Bid Basis or Auction Listing? Contact our Auction Manager Samantha Vazzano today at (815)321-2282.

~Buyers Broker~

Whether you are on a 1031 Trade timeline or looking to invest Capital into farmland you will soon find out, that like everything else these days, that finding farmland inventory that meets your criteria may be a real challenge. Need help? Simply reach out today to one of our Brokers to employ Rooster Ag' to be your personal Buyers Broker. We will prioritize you as a Buyer, go after specific farms you have identified or search for land that meets your criteria on timeline to contract/close a property, desired acreage, total amount to invest, exact location, and your desired net ROI. Now more than ever "Time is Truly of the Essence".

~Wanted Land for Ready Buyers~

- \$3M - Yorkville, Sugar Grove, Lily Lake.** Lease back available. Funds available NOW.
- \$2.5M - Northern Illinois & Southern Wisconsin.** Lease back available. Funds available NOW.
- \$2M- Northern Illinois & Southern Wisconsin.** Funds available NOW.
- \$3M - Hinckley, Waterman, Shabbona.** Lease back available. Funds available NOW.
- \$3.4M- Boone, DeKalb, Winnebago, Ogle, Stephenson.** Funds available NOW.
- \$1M- Southern Kendall County.** Funds available NOW.



DeKalb County—Cortland Twp - 2 Commercial Buildings totaling 10,400±SF. Concrete floors and ample power in a great location in the middle of town. Well maintained and recently painted. Property also has 327,700bu grain storage bins. **\$340,000.00**

DeKalb County—Cortland Twp-57.18 acres/53.50± tillable acres. Located at the SEC of Route 38 & Somonauk Road, just northeast of the Ferrara Candy Distribution Center & the future Facebook Data Center **\$29,950 per acre**

Ogle County—Flagg Twp - 30± acres/28.42± tillable acres. Located in Section 25, Flagg Township. Zoned B-3 Commercial and located in the industrial park on the south edge of the City of Rochelle. **\$21,500 per acre**


Kane County— Big Rock Twp-3.75 acres. Located at the SWC of Route 30 & the future Dauberman extension. Zoned MCU– Mixed Use Commercial. Excellent location to open your business! **\$250,000**



Rooster Ag
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~Normal for the Month~

<p>June 4 to 10</p> <p>Avg. High.....77</p> <p>Avg. Low..... 55</p> <p>Sunshine 60% Daylight Hours Precipitation 1.01</p>	<p>June 11 to 17</p> <p>Avg. High.....78</p> <p>Avg. Low.....57</p> <p>Sunshine 62% Daylight Hours Precipitation 1.24</p>	<p>June 18 to 24</p> <p>Avg. High.....79</p> <p>Avg. Low..... 59</p> <p>Sunshine 64% Daylight Hours Precipitation 1.12</p>	<p>June 25 to July 1</p> <p>Avg. High.....81</p> <p>Avg. Low..... 61</p> <p>Sunshine 70% Daylight Hours Precipitation 1.16</p>	<p>Happy Father's Day</p> 
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Denotes Sales by Rooster Ag' Realty

RECENT COMPARABLE FARMLAND SALES/CLOSED

Date	County	Township	Acres	Price/Acre	Date	County	Township	Acres	Price/Acre
04/2023	Boone	Flora	53.37	\$10,500	04/2023	Rock	Beloit	105.47	\$8,500
05/2023	DeKalb	DeKalb	75.66	\$17,500	04/2023	Rock	Beloit	105.98	\$10,100
05/2023	DeKalb	DeKalb	116.00	\$17,500	04/2023	Rock	Beloit	608.62	\$10,788
05/2023	Bureau	Greenville	479.77	\$10,948	04/2023	Rock	Beloit	106.22	\$8,350
04/2023	Ford	Rogers	212.08	\$13,000	04/2023	Winnebago	Rockton	311.58	\$10,788

The sales reported are randomly chosen from the most recent issue of the Illinois Land Sales Bulletin, a bi-monthly report on farmland sales of 20 acres or greater. This data is obtained from the transfer declarations recorded at 90+ courthouses around the state. Subscriptions are available by visiting www.landsalesbulletin.com or calling 608-329-4210.

View our listings as well as more information at Rooster Ag' online at:



ROOSTER AG' DIRECTORY



Kelly Ludwig	Designated Managing Broker, Owner	(630) 546-8267
Stason Ludwig	CEO	(815) 762-2136
Jillian Smith	Farm Management Coordinator	(815) 901-5074
Dalton Jahntz	Director of Sales/Real Estate Broker	(630) 525-1431
Kristi Dummer	Marketing Specialist	(224) 723-9399
Karl Viskne	Crop Insurance Agent	(630) 770-8708
Jeff Dickey	Crop Insurance Agent	(815) 757-3788
Kathy Eller	Accounting Manager	(847) 217-9274
Zoe Quinn	Administrative Assistant	(815) 824-8270
Megan Rossler	Real Estate Paralegal	(920) 621-9940
Nancy Wilkison	Real Estate Administrative Assistant	(815) 762-8337
Nicole Speizio-De Paz	Appraisal Manager/Trainee Appraiser	(631) 905-2074
Steve Edwards	Real Estate Broker/ Farm Manager	(630) 774-7470
Samantha Vazzano	Real Estate Broker/Auction Manager	(815) 321-2282
Doug Maple	Real Estate Broker	(630) 333-7203
Tyler Creath	Real Estate Broker	(815) 451-1152
Joe Ludwig	COB, Real Estate Broker, Owner	(630) 774-5887